

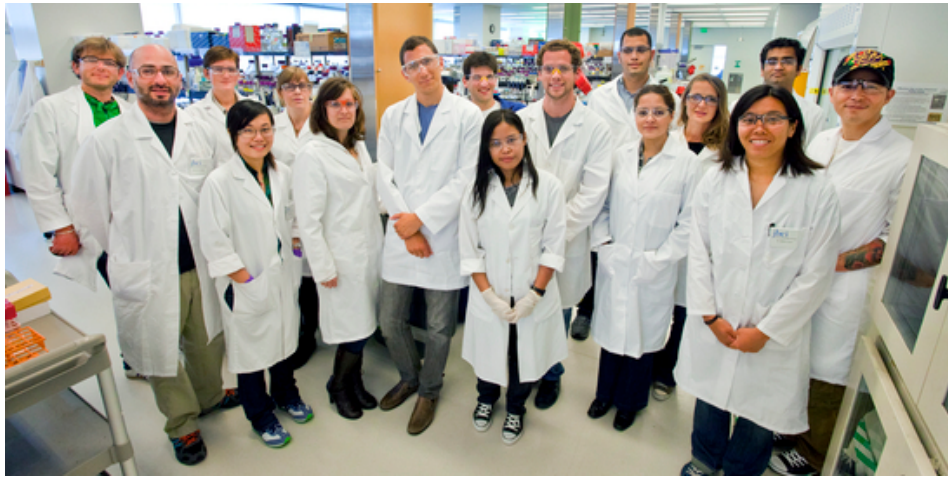


## **Innovation and Partnerships Office**

**November 17, 2014**

**LBL Community Advisory Group (CAG)**

# 80 Years of World-Leading Team Science



## Who's on the team?

- Lab researchers from a range of scientific disciplines
- Universities
- Industry consortia
- Established businesses and startups

# Today's Team Science at Berkeley Lab

## What are the outcomes?

- New scientific discoveries
- Beneficial innovations for society
- Economic development for the community and nation

*73 R&D100 awards*

*Over 40 startups founded on Berkeley Lab technologies*

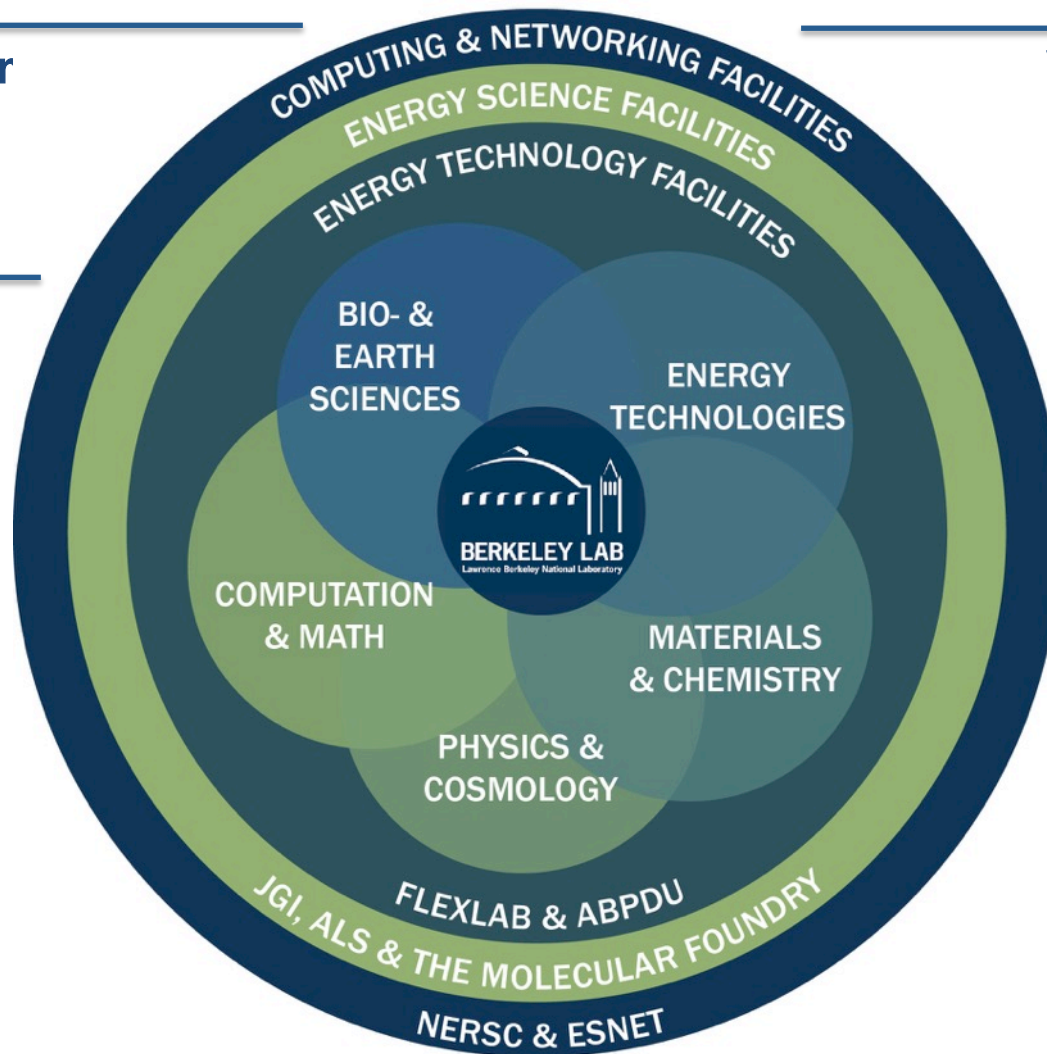
*Over \$37.8M annually in goods/services*

*Far-reaching benefits from improved health diagnostics to significant energy savings*

# Many Options for Potential Industry Partners

Wide ranging scier  
expertise

World-class research  
facilities



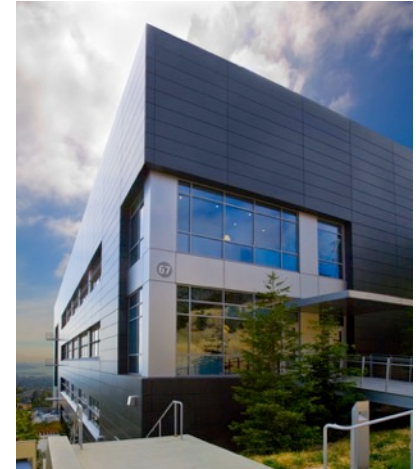
# National User Facilities at Berkeley Lab



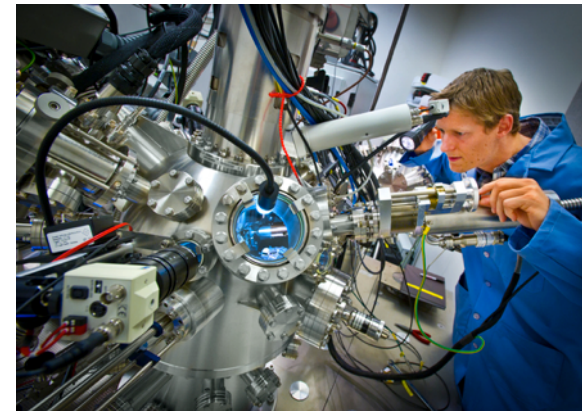
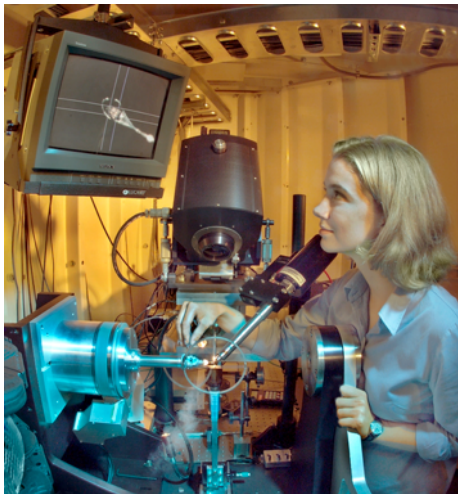
*Advanced Light Source*



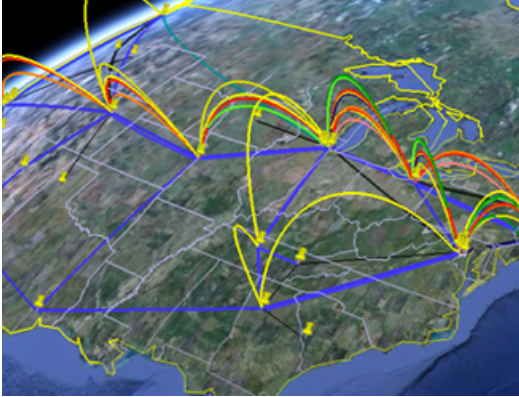
*Joint Genome Institute*



*Molecular Foundry*



# National User Facilities at Berkeley Lab

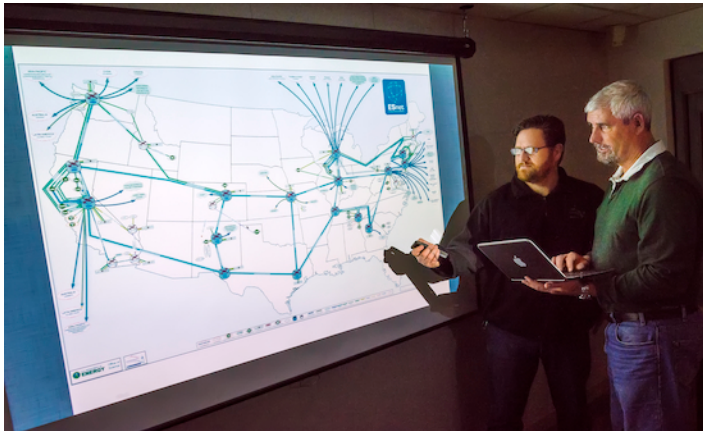


***Energy Sciences Network***



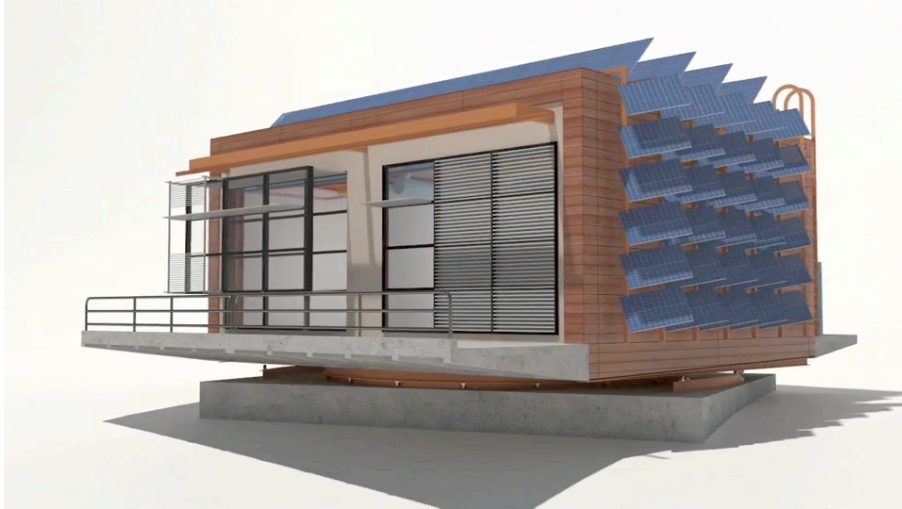
***National Energy  
Research Scientific  
Computing Center  
(NERSC)***

**Advanced  
Computing,  
Modeling and  
Simulation**



# Special Capabilities

## ***FLEXLAB***

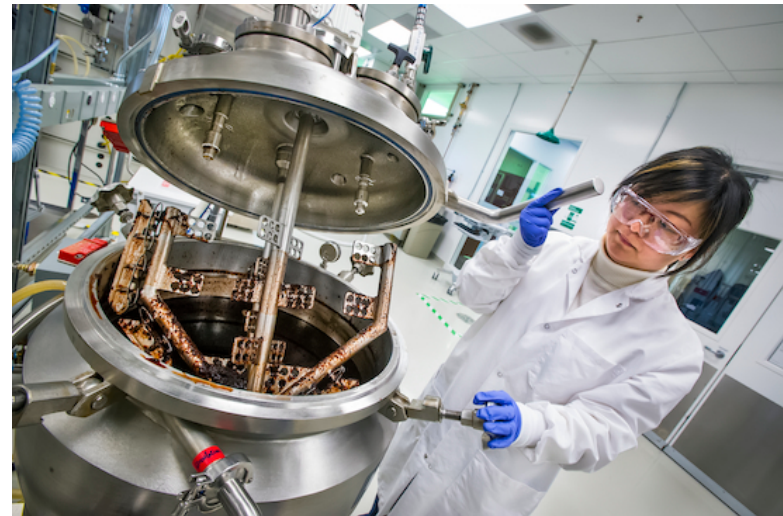


Customizable test bed to  
develop whole building  
energy saving solutions

Users include PG&E, Webcor

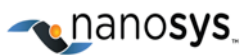
## ***Advanced Biofuels Process Demonstration Unit (ABPDU)***

Users include startups and  
multinational energy companies

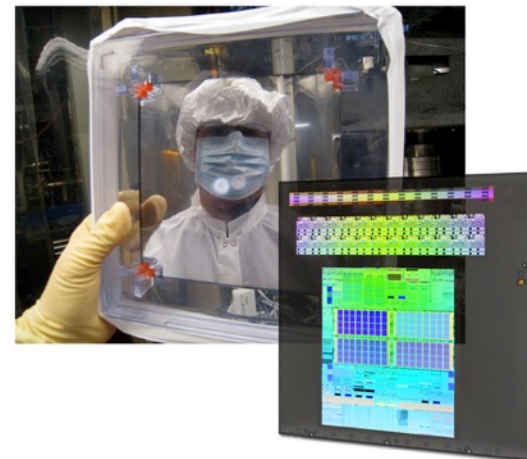


# Industry Licensing and Partnerships

## Selected Licensees of LBNL Technologies



## Industry Consortia



# How Can Industry Participate?

*Berkeley Lab Technology Transfer and Intellectual Property Management is now the Berkeley Lab*

## Innovation & Partnerships Office (IPO)



***“Our new name – Innovation and Partnerships Office (IPO) – aligns with our new direction. At IPO, we’re working on new models and strategies to use in synergy with traditional methods of IP licensing, new company formation, partnerships and knowledge transfer.”***

**– Elsie Quaite-Randall**  
**Chief Technology Transfer Officer, Berkeley Lab**

**IPO connects Berkeley Lab expertise and resources  
with industry partners**

# Navigating the Opportunities

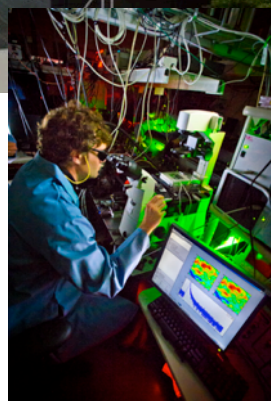
## **The Innovation and Partnerships Office works with the private sector to**

- **Provide access to unique user facilities and expertise**
- **Co-develop technology**
- **License LBNL developed technology to qualified companies**
- **Create startup companies to further develop LBNL technology**

# User Facility Success Story: Plant PV



**Molecular  
Foundry**



SCIENTIFIC  
REPORTS

## Probing carrier lifetimes in photovoltaic materials using subsurface two-photon microscopy

Edward S. Barnard, Eric T. Hoke, Stephen T. Connor, James R. Groves, Tevye Kuykendall,  
Zewu Yan, Eric C. Samulon, Edith D. Bourret-Courchesne, Shaul Aloni, P. James Schuck,  
Craig H. Peters & Brian E. Hardin

# Technology Co-development Success Story: Virdia

jbei  
Joint BioEnergy Institute



A leading developer of  
cellulosic sugars and lignin

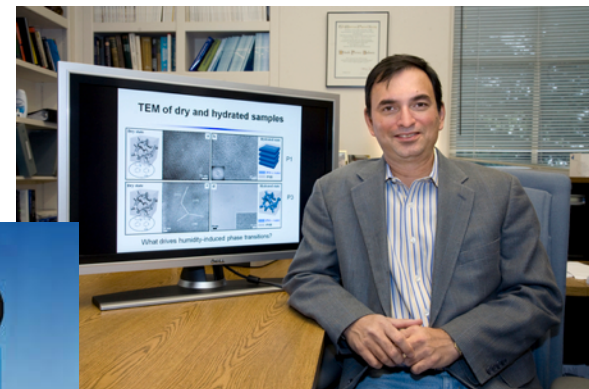
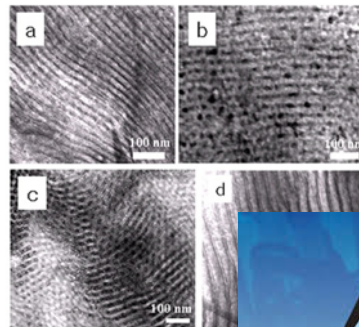


virdia renew tomorrow

# Technology Licensing Success Story: Seeo

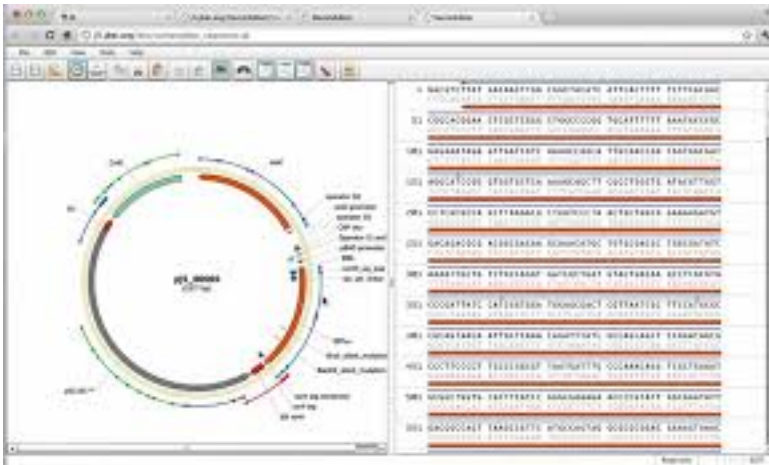


Nitash Balsara,  
Materials Sciences  
Division

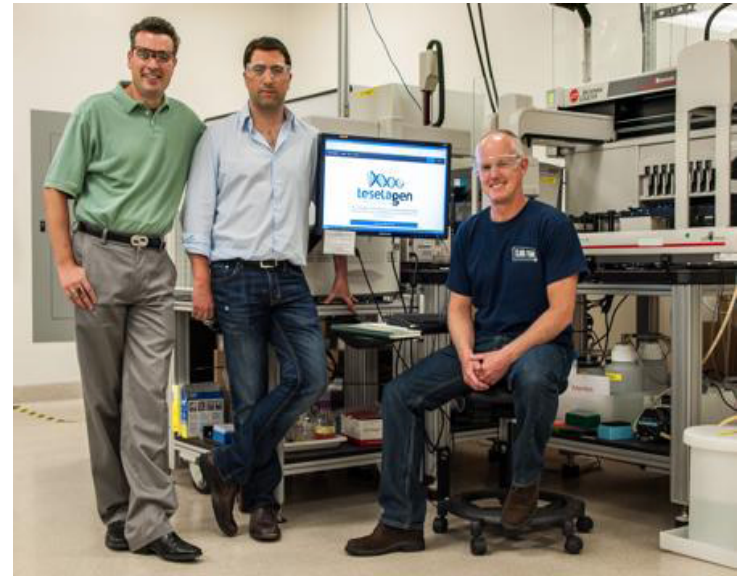


# Startup Success Story: TeselaGen

TeselaGen's platform is used, *at no cost*, by over 1,300 researchers at 378 non-commercial institutions



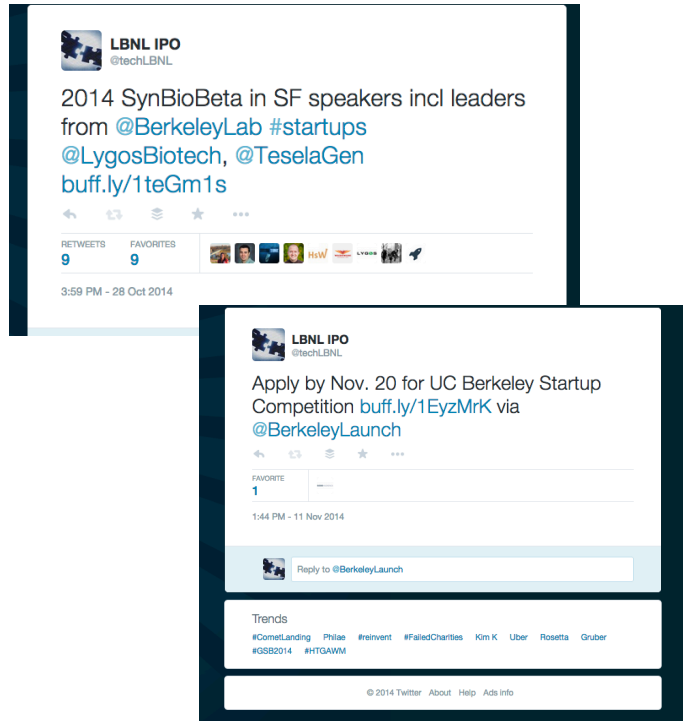
*J5 software automates construction of combinatorial protein libraries for biotech, biofuels development*



**teselagen**  
BIOTECHNOLOGY

TeselaGen's industry partners include Genomatica, Redbiotec

# Entrepreneurial Resources



## Innovation and Partnerships Office

Bringing you Berkeley Lab's pioneering research and inventions

search tech-transfer

Tech Index

For Industry

For Researchers

IPO - OSPIP Transition

Success Stories

About Us

## Entrepreneurial Resources

### ENTREPRENEURIAL EVENTS, WORKSHOPS AND CONFERENCES

#### November 2014

##### Angel Investor Elevator Pitch

Nov. 11, 6:00 - 8:30 pm, Morgan Lewis and Bockius LLP, 2 Palo Alto Square, Palo Alto  
Give your best two-minute elevator pitch to a panel of angels and get valuable feedback at this event. Pitching slots are first come, first served. Investors and entrepreneurs not yet ready to pitch are welcome to listen to pitches and critiques for insights. [Registration is required.](#)

##### Cleantech Open 2014 Global Forum

Nov. 12 & 13, Two venues in San Francisco  
The Cleantech Open is an accelerator dedicated to fund and nurture entrepreneurs seeking solutions to tough energy, environmental and economic problems. This event features keynote speakers plus exhibitors from over 120 Cleantech Open entrepreneurs. Order tickets [here](#).

##### Venture Capital & Corporate Venture Capital Outlook: 2015 Trends and Insights from Market Leaders

Nov. 18, 6:00 - 8:30 pm, Morgan Lewis and Bockius LLP, 2 Palo Alto Square, Palo Alto  
Join as sector experts share the latest insights on 2015 Trends and Insights from Market Leaders. [Registration is required.](#)

##### Innovations in Entrepreneurial Finance

Nov. 19, 12:00 - 1:00 pm, Sutardja Dai Hall - Banatao Auditorium, 2594 Hearst Ave, Berkeley  
Special guest Richard Swart, Director for the Program for Innovation in Entrepreneurial and Social Finance at the Fung Institute for Engineering Leadership, will be speaking on topics related to crowdfunding and other innovations in entrepreneurial finance models. [Registration is required.](#)

##### Berkeley Emeryville BIO Meetup

Nov. 19, 5:30 - 8:00 pm, Zaentz Media Center, 2600 Tenth Street, 3rd Floor Lobby, Berkeley  
Special guests Bio2Market Program will share highlights of their experiences with East Bay industry partners. Meet a dynamic group of students and their industry mentors. [Registration is required.](#)

##### Seed-Stage Investor Elevator Pitch

Nov. 20, 6:00 - 8:30 pm, Pillsbury Law, Four Embarcadero Center 22nd Floor, 2, San Francisco  
Learn how to deliver your pitch. Learn what investors need to hear in your pitch. Learn investor pet peeves. [Registration is required.](#)

### LOCAL RESOURCES FOR ENTREPRENEURS

[Bay Area Incubators Contact List](#). Possible office space, mentors and investment partners.

[Berkeley Skydeck Accelerator](#), a startup accelerator and technology entrepreneurship center operated by the University of California, Berkeley.

[Berkeley Postdoc Entrepreneur Program \(BPEP\)](#) fosters entrepreneurship in the UC Berkeley postdoctoral and graduate community by providing tools, mentoring and a platform for science-business communication to enable research innovations to move into the marketplace.

### For Researchers

What You Need to Know and Do  
The Tech Transfer Process  
Business Development Services  
Berkeley Lab LaunchPad  
Funding - Innovation Grants  
Forms and Policies  
Conflict of Interest  
Outside Employment  
Export Control  
Record of Invention  
Software Disclosure and Abstract

### See Also

FAQs for Researchers  
Entrepreneurial Resources  
Webcast: Transferring Technology to the Marketplace  
Pre-Publication Review

website: [ipo.lbl.gov](http://ipo.lbl.gov)

twitter: [@techLBNL](https://twitter.com/techLBNL)

# A Valuable Resource for Innovation and Industry

**Ready to partner?**

**Questions?**

**Contact Berkeley Lab's IPO**

**e: [ipo@lbl.gov](mailto:ipo@lbl.gov)**

**p: 510-486-6467**

**On the web: [ipo.lbl.gov](http://ipo.lbl.gov)**

**On twitter: [@techLBNL](https://twitter.com/techLBNL)**





Thank You